

## Message Text

UNCLASSIFIED

PAGE 01 LUXEMB 00265 141340Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----142114Z 070674 /72

R 141230Z APR 77  
FM AMEMBASSY LUXEMBOURG  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5687  
AMEMBASSY BRUSSELS  
AMEMBASSY THE HAGUE  
AMCONSUL AMSTERDAM

UNCLAS LUXEMBOURG 0265

FOR BIC/OIM

E. O. 11652: N/A  
TAGS: BEXP, LU  
SUBJECT: US COMPUTER-AIDED BUSINESS SYSTEMS TRADE MISSION:  
BUDGET REPORT AND COMMENTS

REF: (1) USDOC 1674; (2) LUXEMBOURG 187; (3) AMSTERDAM 189  
AND 193; (4) BRUSSELS 2152

1. BUDGET FOR LUXEMBOURG SEGMENT OF TRADE MISSION AS DISCUSSED  
BY RILEY AND AO CLEVELAND, (AND CONTAINED IN AMSTERDAM  
REFTELS), WAS ESTIMATED AT US\$830 PLUS \$100 FOR PHOTOGRAPHY  
(USDOC AUTHORIZED (REFTEL 1) 1300, INCLUDING \$300  
HOSPITALITY.) ACTUAL EXPENSES INCURRED AS FOLLOWS:

- A. RECEPTION - \$155.00
- B. REFRESHMENTS BIC - \$15.00
- C. REFRESHMENTS MD SUITE - \$18.00
- D. INTERPRETER - 0
- E. POSTAGE - \$49.00
- F. PRINTING LETTER, RECEPTION INVITATIONS - \$51.00
- G. PUBLICITY - \$78.00

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- H. ADMIN. COSTS, TELEPHONES - \$67.00
  - I. RENTAL MD SUITE - \$100
  - J. MISCELL. OFFICE SUPPLIES - \$12.00
- PHOTOGRAPHY - \$43.00  
TOTAL EXPENDITURE: \$638. COSTS WERE HELD DOWN BY  
GENEROSITY OF CHAMBER OF COMMERCE MAKING AVAILABLE  
MEETING ROOM AND OFFICE SPACE FOR MISSION, AMBASSADOR'S

HOSTING RECEPTION AT RESIDENCE, EMBASSY STAFF PROVIDING  
SUPPORT SERVICES, EMBASSY BRUSSELS HANDLING BROCHURE  
PRINTING AND PREPARATION OF FRENCH PRESS RELEASE,  
HOLIDAY INN FURNISHING FREE GROUND TRANSPORTATION,  
AND NO NEED FOR INTERPRETER.

2. EMBASSY VERY PLEASED WITH RESULTS OF TRADE MISSION.  
POSITIVE COMMENTS RECEIVED FROM MISSION MEMBERS SUPPORT  
OUR VIEW OF ITS SUCCESS, TRADE MISSION CONCEPT IS  
VERY USEFUL IN THIS MARKET WHERE WE HAVE ONLY RARE  
OPPORTUNITIES TO INTRODUCE OR PRESENT US EQUIPMENT  
AND TECHNOLOGY. IN ADDITION TO IMMEDIATE IMPACT, A  
MISSION VISIT IS VISIBLE DEMONSTRATION OF US INDUSTRY'S  
INTEREST IN LOCAL MARKET AS WELL AS AN OUTSTANDING  
ADVERTISEMENT FOR USG COMMERCIAL SERVICES AVAILABLE  
THROUGH EMBASSY. US INDUSTRY PRESENCE IN FORM OF  
DIRECT INVESTMENT BY MANUFACTURERS IS STRONG HERE BUT  
OPPORTUNITIES TO PROMOTE SALES OF US-MADE GOODS AND  
SERVICES ARE EXTREMELY LIMITED. EMBASSY IS EAGER THAT  
LUXEMBOURG BE INCLUDED AS A SHORT STOP IN ITINERARY OF  
MISSIONS TO BENELUX, GERMANY OR FRANCE. IN APPROPRIATE  
PRODUCT CATEGORIES, LUXEMBOURG MARKET CAN OFFER HIGH  
COMMERCIAL POTENTIAL AS AN ADD-ON, LOW-COST FEATURE TO  
SUCH TRADE MISSIONS. PHILLIPS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Reference:** 77 LUXEMBOURG 187, 77 AMSTERDAM 189  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009